

JUNE 2018 Update

Cellular IoT Forecast

Major changes to the forecast this quarter include:

1. NB-IoT: The outlook for NB-IoT is strong in China but we have adjusted the numbers in 2017 to match some exact shipping numbers that we've collected from industry suppliers.
2. We've updated shipments and market shares based on earnings announcements by Telit, Sierra, Gemalto, and others. The growth in revenue was disappointing for these players (about 1-2% revenue growth year over year!) so we have adjusted our ASP assumptions to be steeper.
3. We've adjusted our estimates of Asset Tracking devices using GSM and 3G technology to match some industry inputs.
4. Growth of NB-IoT in China has boosted the outlook for NB-IoT. We will be adding Huawei and ZTE as module suppliers to our tracking chart during the next year as their module numbers will be increasing along with NB-IoT shipments.
5. LTE-M numbers have grown pretty much as forecasted so minor adjustments were made here.
6. 5G IoT applications remain weak so we have left our low-volume, high-price assumptions in our forecast model for now.